

Project



Date	Nov 09
Type	Consultancy
Client	Van Vliet Trucks, Holland
Requirement	Develop bid for Morocco FAR (Armed Forces) Vehicle Maintenance Tender
Location	Morocco

Description

The client, Van Vliet Trucks of Holland, was one of several companies invited by The Royal Armed Forces (FAR) of Morocco to submit a bid for a restricted Invitation To Tender for the Management of the wheeled vehicle maintenance programme. The maintenance requirement was for an estimated fleet of 20,000 vehicles ranging from small staff cars to 60 tonne tank transporters. Van Vliet contracted Lodi to assess the requirement and develop the bid for submission on their behalf.

Key Factors

It was necessary to visit Morocco to meet with FAR and the client's Moroccan agents to gain a clear understanding of the scope of the project and to visit potential contractors and the proposed workshop site to evaluate the work involved to carry out a complete workshop refurbishment and re-equipping.

The time frame was short (less than 4 weeks); in that time it was necessary to understand clearly the technical, quality and training requirements of FAR, work with FAR to develop the Statement of Work, obtain associated programme costs and assess the environmental and political factors likely to impact on the programme.

Result

A comprehensive bid and implementation plan was submitted to FAR on behalf of the client on 30 November 2009. The bid included:

- Proposed organisation
- Workshop refurbishment specification
- Project timing plan
- Process management plans and flowcharts
- Outline Quality Plan
- Outline Health and Safety plan
- Technical Training and Accreditation plan for

Benefit to organisation

- In July 2010, Lodi's client was awarded a potentially lucrative and profitable contract without incurring significant additional costs or engaging additional resources.
- The FAR were able to award a contract which would ensure that their fleet maintenance requirements would be fully met and, as a result, vehicles standards of reliability, safety and availability would improve, year on year.